

## **OUR LEADERSHIP TEAM**



Ronald Bailey
Vice President &
General Manager



**Dedren Bailey**Vice President of
Marketing



**Sybil Davis**, Director of Sales



Willie H. Dartez
Director of Security



Joyce Serrian
Vice President of
Casino Operations



Jeff George,
Director Food &
Beverage



**Donna Hogan**Vice President of
Human Resources



Tom Schopf
Director Property
IT Services



Remi Oduyebo, Director of Hotel

Not pictured: Yanina de Vargas, Vice President of Finance (licensing pending; scheduled to start in May 2022)

## **VALLEY FORGE BY THE NUMBERS**

- 36,000 sq. ft. casino
- 850 slots, 50 table games
- 445 hotel rooms
- 100,000+ sq. ft. meeting & event space
- 6 restaurants and 5 nightlife venues





## **OUR HISTORY**

- Opened 1973 as Valley Forge Plaza
- Casino gaming introduced in 2012 as Valley Forge Casino Resort
- Acquired by Boyd Gaming in Sept. 2018



## **INVESTING IN THE COMMONWEALTH**

- Invested \$280.5 million with acquisition
- \$23.85 million in one-time licensing fees:
  - \$10 million sports-betting licensing fee
  - \$10 million iGaming licensing fee
  - \$2.5 million slot expansion fee
  - \$1.35 million change of control fee



## BENEFITTING THE COMMONWEALTH

#### **Since Boyd Gaming's acquisition in 2018:**

- \$125 million in wages & benefits
- \$420 million in adjusted gaming revenue<sup>(1)</sup>
- \$150+ million in tax payments<sup>(2)</sup>
- \$64.5 million spent with Pennsylvania businesses



- (1) October 1, 2018 through March 31, 2022. Excludes sports-betting and iGaming revenue during this period.
- (2) Includes federal, state and local tax payments. Excludes tax payments from sports-betting and iGaming.

## **COMMITTED TO REINVESTMENT**

#### **Capital Investments Since Acquisition:**

Building & Infrastructure Improvements: \$10.1 million

Slot Machine Purchases: \$6.8 million

Furniture & Equipment: \$2.6 million

Computer & IT Equipment: \$3.1 million

**Total to date: \$22.6 million** 





#### **Capital Budgeted for 2022:**

- Rebranding Stardust Tower Signage
- Hotel & Elevator Cameras
- Unattended Minors & Overall Safety
- Slot Capital
- Phone System

**Total Budgeted: \$2.7 million** 





## THE BOYD-FANDUEL PARTNERSHIP – SPORTS BETTING

- 1,800 s.f. retail sportsbook, 7 betting windows, 16 betting kiosks
- Online sports-betting offered through FanDuel's mobile app
- \$403 million in sports gaming revenue to date<sup>(1)</sup>
- \$101 million in tax revenue generated (1)



 Sports revenue and tax revenue include both mobile and retail sports betting at FanDuel Sportsbook at Valley Forge through March 31, 2022.

## THE BOYD-FANDUEL PARTNERSHIP - ONLINE CASINO

 FanDuel launched a FanDuel-branded online casino in collaboration with Valley Forge license in 2020



 FanDuel launched a Stardust-branded online casino in collaboration with Valley Forge license in 2021



- \$347 million in online casino revenue to date<sup>(1)</sup>
- \$122 million in tax revenue generated<sup>(1)</sup>

(1) Represents aggregate totals for FanDuel and Stardust online casinos through March 31, 2022.

## **RESPONDING TO THE PANDEMIC**

- Valley Forge closed March 13, 2020
- Continued full pay to all team members through April 10; benefits through reopening in June 2020
- Donated \$35,000 in surplus food to local food bank in March and December 2020
- Full pay continuation for our team members during 2<sup>nd</sup> Valley Forge closure (December 12, 2020-January 4, 2021)

## **FOCUSED ON HEALTH AND SAFETY**

 Implemented Boyd Clean, a set of comprehensive health and safety protocols



- Hosted three on-site vaccination clinics
- Mandatory masking policy enforced through March 2022





#### **OUR MISSION STATEMENT**

We, as members of Boyd Gaming Corporation, operate with only the highest degree of integrity, and rely on the competence and friendliness of each person in our organization to provide entertainment and service to satisfy our customers' wants.

Through teamwork, we strive to maximize shareholder value, to be among the leading companies in our industry, and to provide opportunities for all while we support and enhance our communities.

## **OUR UNIQUE WORKPLACE CULTURE**

- \$831,000 in bonus payments to front-line team members in last year
- Universal Open Door Policy
- Highly visible and engaged senior management
- Competitive pay and benefits
- Team Member of the Year recognitions
- Scholarships, tuition reimbursement, student loan repayment



## **COMMITTED TO DIVERSITY**

## **Team Member Demographics**

2021 Year-End	Valley Forge	Montgomery County
Caucasian	40%	75%
African American	29%	9%
Asian American	20%	8%
Hispanic/Latino	<b>9</b> %	5%
All Other	2%	3%

- 41% women
- 88% Pennsylvania state residents

## **COMMITTED TO DIVERSITY**

### **Valley Forge Directors and above:**

- 50% minority (13% in 2015)
- 42% women (22% in 2015)

One of the most diverse property leadership teams in the gaming industry

## **SUPPORTING LOCAL & DIVERSE BUSINESSES**

- \$10.25 million spent in-state in 2021
  - 304 Pennsylvania-based vendors utilized

- \$1.1 million spent with MBEs/WBEs<sup>(1)</sup>
  - 10.8% of biddable total
  - Up from 10.3% of biddable total in 2019

(1) Spending includes both in-state and out-of-state MBEs and WBEs.

## **GIVING BACK TO OUR COMMUNITY**

- \$127,000 donated to non-profits in 2021
  - Includes \$50,000 pandemic relief campaign in June 2021



\$283,000 donated since 2018 acquisition







### **GIVING BACK TO OUR COMMUNITY**

#### **Upper Merion Township Board of Community Assistance**

#### **Overview**

- Advise the Board of Supervisors on providing assistance and support with monies received from the Valley Forge Casino Resort.
- Non-profit and 501(c) organizations propose projects or plans which directly impact the community and residents of Upper Merion township
- College scholarships to noteworthy Upper Merion Township High School Seniors

#### **Funds Awarded and Distributed Since 2015**

- \$1.1 million donated
- 225 organizations assisted
- 155 scholarships awarded



## PROTECTING CHILDREN IN OUR COMMUNITY

Valley Forge has committed \$775,000 to implement an industry-leading program to mitigating unattended children at our property.

We continue to increase the people, resources, and technology needed to identify unattended children in an effort to be proactive in addressing this issue going forward:

- Reinforced Team Member Involvement with Incentives for Detection\*
- Infrared (IR)/4K Camera Program\*
- Refreshed and Enhanced Unattended Child Signage Plan\*
- Additional Support from Outside Security and Upper Merion Police Department\*
- Extending Surveillance Camera Coverage in Casino Towers (CY 2022)

\* Already Implemented

# IR/4K CAMERA PROGRAM – EXAMPLES





# ENHANCED SIGNAGE PROGRAM, SECURITY/POLICE PRESENCE









### A TRACK RECORD OF PARTNERSHIP

- Commitment to being an employer of choice
- Proven track record of promoting diversity
- Track record of supporting local and diverse businesses
- Active supporter of local non-profits
- Significant re-investments since 2018 acquisition, with more to come
- Unattended Children program demonstrates our commitment to industry leadership

Proud to be a part of the Montgomery County community.



